

Sales Manager

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Company: Futureglobalitsolutions

Location: , , Pakistan

Category: sales-and-related

We are a leading digital agency based in Pakistan. We are currently looking for a Business Development Lead(IT Sales) with agency experience to join our dynamic team.The ideal candidate should have relevant experience working in Business Development / Account Management roles.Other Qualifications Include

3-7 years of experience working for digital / creative agencies, in sales, business development, and/or client relationship management.

Ability to set, manage, and track against a set of diverse, strategic goals.

Build and manage sales pipeline

Ability to achieve monthly financial goals and targets.

Excellent written and spoken English skills, Arabic will be a plus.

An understanding of the branding / creative space

Confidence in presenting, including proposals and pitch decks.

Proven history of winning and developing business.

Create monthly sales forecasts

Conduct and carry out competitive analysis reports

Reporting & presenting monthly reports

Build and maintain great customer relation

The desire to work for a close-knit, friendly and successful business that is already on a great path.

Collaborate with customer service & account management teams for billings and follow-ups

Including The candidate will closely work with the Sales Manager to further strengthen the agency's reputation and ultimately secure long-lasting future business.

Development and implementation of the new business and marketing strategy

Identifying low-hanging fruit opportunities and re-engaging lapsed business relationships

Taking the lead on all inbound approaches; understanding the client's requirements and proposing appropriate solutions

Only candidates with the above credentials will be shortlisted.

#J-18808-Ljbffr

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